

22 January 2011 – Annual meeting of the American Goat Federation in Reno, Nevada

Linda / Steve Burton / Tom / Shaun Harper / Pierce / Will / Katherine

Alan Huddleston – In attendance from USDA (briefing us on Scrapie) noting that USDA is now adding goats to the active list for surveillance. There has been an 85% decrease in scrapie since 2001. USDA did not find a positive scrapie animal at 0.1% in a surveillance study. The US wants to open trading and is therefore adding goats to the prevalence study.

Want 3000 goat samples to be collected this year (in the Scrapie alley states of CA, CO, IL, IN, Minnesota, WA, and OH) between 2 and 5 years of age. Once this is done, then a published final proposal plan will be established. States with a positive test within the past ten years, the number needed per state would be determined (ex. about 600 samples from TX). Alan gave a hand out so be sure you have received one and use it as a reference so that the proration for numbers are understood.

USDA is going from passive to active surveillance. They need an identification system – flock where the individual was born and can then trace back from slaughter. USDA is making the ID requirements the same in goats as in sheep. Intrastate vs. Interstate regulations for tagging are different. Therefore: Contact Alan Huddleston at (alan.r.huddleston@aphis.usda.gov) and get a copy of his power point be sure the identification system is understood for all circumstances.

Sampling will be done at the slaughter houses with New Jersey and Michigan slaughter houses selected for sampling in 2011.

Joe David Ross (JDR): What about the larger ranches and producers (ex. In TX)? Diane Stutton (also with USDA Scrapie Program): Producer has to be in the Scrapie program seven years before certification can be recognized.

JDR: Larger ranchers in western states become discouraged. Diane: Find 3-4 mutual producers who would sit down with USDA and make suggestions that could be workable with the producer. Lobby OIE to allow rams with certain genotypes to be traded. Have to change partners minds (ex NOR98) with New Zealand, Australia, and Canada. Scrapie free is seven years after the last case has been identified.

Goats are tied to sheep from OIE rules but it can be an individual country decision.

Shaun: Will tagging go away after the seven years. And Diane commented that the thought in theory is that tagging will still be done. Therefore trace back of an individual IF a case should ever reappear can still be accomplished.

Tom: Noted that AGF could be a resource to send out information for rapid communication.

Diane Sutton: Once the information and survey is done, they, USDA (through Alan and Diane) will come to AGF to do a brochure so that information can be sent out.

Nina Baucus / JDRoss/ Gil from Texas / Margaret Reppert from NB / Steve Lee (walked in)

Tom: How do we deal with associations that are both Sheep and Goat associations?

Katherine: NAHMS, 2009 did a goat study and the first report is done (we all received a copy) and two more will be coming out. Meat, dairy, fibre, and other were the groups in the survey. The dairy producers want pet goats and hobby goats taken out from the commercial dairy producers section.

Overview: Not many goat producers belong to an organization let alone the AGF. One of the benefits of belonging to an association is more educational opportunities and broad dissemination of information.

Marketing (NAHMS) was suggested to compare the goat industry to the sheep industry. Part 2 of the NAHMS survey is the marketing part. More goats are marketed through the auction but that is not where the economics are identified.

The hand out is on the NAHMS website: <http://nahms.aphis.usda.gov>

\$\$\$ was lost for the study due to such a small group of goat producers responding and minimal field support.

Tom: What needs to be done to help secure \$\$ for this part of the study?

Katherine is not sure what they really want to identify between the sheep and goat industry. The sheep people know who to call when they need help, secure funding and obtain field support. Field people, the VMO's (Veterinarian Medical Officers) are relied on heavily but few producers collected samples; less than 100 samples were collected.

Pierce: Read and completed the census survey; it was 23 pages long and took more than 1.5 hours to complete. Therefore, to get producers to willingly respond, they need to have this survey ahead of time and the survey needs to be simplified.

Tom: Just got his census survey and the individual working with him did not get the correct information as the survey did not lend itself to a seed stock producer. The structure of the survey used in the future needs to be re-evaluated.

Katherine: They can make recommendations but the VMO people are the ones who do the sample collecting.

Pierce: VMO people should not just drop in. They are welcomed but the survey needs to be received first and then discussed.

JDR: Compliments Katherine for putting up with folks above her and those VMO people below her. JDR will not fill out another form until the TX folks begin to make changes. The information is flawed. 796 angora producers are noted to be in TX and there are not that many producers of angora goats in TX. The blame for inconsistency is always pushed elsewhere and the run around needs to be halted. Cut the statisticians \$\$\$\$ until they get the survey correct. Katherine and Diane Sutton are the two most consistent individuals in the USDA.

Peirce: Commented about individuals not knowing where to go for help – the lobby side needs to be utilized more and it is to go through Tom when in DC.

Paul Rogers can be contacted for more feedback. Questions need to be restructured and if NAHMS identification number is known, then the numbers can be accurately represented and changed.

Tom: How does the AGF help Katherine? If there is interest in another national study, let her know and she can put the study and survey together. Tom, speaking for AGF, asked that another study be requested for 2016.

Nina: Sit down with Katherine for a work study discussion to review the survey questions that need to be asked or eliminated.

Tom: Thanked all and pledged AGF support in the future and to correct the situation so as to make the next study viable.

Katherine: The direct benefit with sampling and the indirect benefit is education. It gives researchers a place to start when applying for grant funding. Unfortunately, it will take years to come to fruition.

Steve Burton: Katherine needs to not apologize for the quality of work as it is valuable and therefore do not downplay the study.

Diane: Need to start three years in advance to get organized for another study. AGF can help VS secure some funding and to get the study done.

Katherine: NAHMS identification number is somewhere on the survey along with the producers state but not identified by individual producer. If a producer signs the consent form, the identification number will be kept. Each producer contacted represents other producers of the same size.

Pierce: ASI did a sheep venture project that is a "for profit" entity "for real" and Will Getz noted that a Land Grant University in an uneven world can help by broadening credibility. AGF could use a paid, outside grant writer – Laurie McGee with wool group helped with the sheep venture project.

Agenda items:

Larry Miller's meeting: Refer to notes dated 21 January 2011

Tom: The major concern for AGF is funding through contributions (grants and other options).

Linda: Will begin brainstorming with Larry on how to get going forward with obtaining funding. She will talk with contact Basil Eastwood. The SBIR grants are smaller, where as the beginning farmer grant is about \$750,000 – is that the approach to take, what is the vehicle that we need to apply through, and is that vehicle already in place?

Re-establishment of the Sheep Center this year seems most likely. They still have to do the strategic plan and there is about \$1M available in grants if this gets approved.

Scharee Atchison (NLPA) waked in

AFG definitely needs value and give real results and with tangible information to the industry to maintain the individual memberships.

Women in Agriculture / SARE grants.

Linda and An can get together and get the grants in an organized list.

Tom: NIFA's beginning farmer grant writer at Utah State University is willing to help. Laurie McGee could also help. Once we all arrive home, the energy to stay motivated and focused toward AGFs needs for grants and writing is hard to maintain. More conference calls could be made.

Pierce: Steve Lee has an insurance company that is a "for profit" entity.

Steve Lee (Insurance business): AFGC has grant writing information on their website so that producers could have a beginning start.

Tom: AGF may have to consider doing a private corporation to get some of the grants going.

Charlie Thompson from AL walked in.

Grants through FSA / NRCS / RME

Nina: Try and part of a grant through another entity that helps support the other parts received from somewhere else. AGF needs to compile a list of what they need money for.

Linda: Do a grant research spreadsheet and get the list out to members and we may be able to then get the priorities lined out.

Steve Burton: Get the target(s) established first and then pursue them.

Tom: Talked to lots of senators in May during his trip to DC – AGF needs notes and input from Tom to be added to these minutes.

Charlie Thompson: In AL, his group put together RCD funding for a marketing arm which is part of NRCS.

Linda: RCD in VA has also funded quite a few farmers and producers.

Steve B: Consolidate the information that is already out there or apply for a grant to consolidate the goat information that is already out there.

Tom: One of AGF needs and goals is to disseminate information to the public and the industry that is tangible.

Steve Lee: Problem now is to identify where to go for the information. Suggested creating a goat federation business that would be the "for profit" business needed to apply for grants.

Diane: There is a possibility to get \$\$ from linking to websites of affiliates.

Tom: CA Raisins has an amazing success story – how do we work within that vein?

Steve L: The Mohair Council is a good example as they have both a "for profit" and a "non profit" entity.

Pierce: Follow the ASI lead for the Sheep Center and do a Goat entity business for profit. It was incorporated in Colorado. Larry Kincaid did the final legal part.

Peirce: Handed out the financials; Pierce did the motion for acceptance and it was seconded by Linda to be recorded in the minutes.

Bob Brockman: From TX association that is paying dues

Dean Swenson is in attendance

Peirce: Each board members needs to pay \$30 for the individual membership dues

An . Linda . Will – Have been volunteered to do a grant(s) list

Peirce: What is ASI going to do with the \$\$ when the membership monies come in? Who is building the data base? AGF should do this and it then relieves the ASI. Linda: What are they (ASI) to do and Steve Burton: Who keys into the data base? It was suggested to give ASI access to the data base to keep up with the information. Linda: If ASI enters the information, then AGF can look at that input and develop a tracking base.

Steve B: The value in this are the contacts for emailing information and actual mailings.

Peirce: Stated he is comfortable in working with the accounting side of ASI and needs to interface with Larry Kincaid while in Reno.

Will: The brochure needs to be fixed by covering up the ASI above the address as too much confusion results.

Steve L: If the \$\$ goes directly to Larry Kincaid at ASI, what is the cost going to be? Cost of entering data will be cost out from ASI to AGF.

Shaun: What is the most economically feasible way to get this done? Should this be moved to a different venue?

Larry Kincaid at ASI – Can AGF streamline the information transfer?; question asked by Linda. The billing has to be done at a fully loaded rate because federal dollars are getting used. \$65 to \$75 dollars per hour is a range average and what they have to charge. The deposits get done once or twice a month. They now use a modified Access program for the 9000 ASI members but could use Excel for AGF or AGF could send a template that can then be used. Expense reports have been filtered through Tom which he now approves before Larry pays them. ASI expense form is being used and ASI just changed the title to AGF. Email or pdf and scan receipts to ASI is the preferred correspondence mode.

Tom: Linda suggested we use freeconferencecall.com

Peirce: Larry Kincaid said there are no hard feelings with ASI if we do our own money handling. There is a better audit service through ASI if we want to go that way. Or AGF can use Steve Lee if we want to go that route - AFG decides. The data base is already in Steve's office and would therefore be more efficient but the ASGC board has to approve that decision. Linda made the motion and Shaun seconded the motion that AGF us Steve Lee's services; motion was passed and carried.

Linda: Steve Lee is the Maine ASI contact. She asked if Steve would do it for free for six months, he agreed and checks will come through the ASGC board. They bank they now use has branches.

Peirce: Once the original grant \$\$ is gone, they will begin to invoice AGF. Then, Steve Lee can make the payments through ASI.

Nina: When ASI gets audited, will the cause any confusion? Linda thinks they can keep their grants straight. Will doesn't think there's a problem as ASI has accounts already established with individual entities for record keeping.

Tom: Brochure printing came from Amy at ASI and was sent to Alpha Graphics Printing Company in Salt lake city, Utah.

Shaun: Need to send out the avery.com information for covering up the ASI name.

Steve Lee, AGF, PO Box 646, Rockland, Maine, 04841 is where monies are to be sent.

Tom: Elections will be completed during 2011. October 31, will begin solicitation for new board members and nominations must be submitted by December 1st. Then an election will be held and then new board members will be seated January 1st of 2012.

Steve Lee: Keep checks and monies separate from ASGC for AGF. The first month or so, keep the accounting in Colorado (ASI) and then work it out with Larry Kincaid.

Pierce: Do we need to re-elect officers at this point? Pierce made the motion to keep Tom, Robin and An in the capacity they are serving now with Pierce delegated as the official treasurer. This was voted on and approved.

Tom: Gave an update on website worked on by Linda. Software has been upgraded and will wait for the banking process to be completed, then a pay pal account will be set up. The data base is almost finished. Newslist is in place and with an automatic link established. pdf file for the membership is available for updating with new members. Survey options – use Survey Monkey or a survey built into the website. Steve B. put together a few questions on Survey Monkey and sent stuff out to all of us for a response. Linda can create an individual survey or several surveys. ADGA sells their email list IF the membership agrees to have it released. Discussion on this between Shaun and Steve B with Linda on how to do this and how to build the survey. One of the services that AGF can provide to ADGA is the survey information about producers and they can then sell this. Nina noted that this then becomes a for profit vs. a nonprofit status.

Pierce: Asked if AGF can take an action on the mohair program (JDR) on the regulatory side and requested AGF to support holding the mohair subsidy in place when Tom goes back to DC. TX sheep and goat raisers will go to their government folks but there is more clout with the request coming from a national organization. Most of the mohair is in Texas and some in AZ. If the weighted average falls under the average, producers can then apply for a loan deficiency payment.

JDR: Asked about the person from USDA; he is Edward Avalos from NM. \$300B in the Farm Bill for USDA over next 10 years, but 82% goes to food programs (SNAP and EFNEP, etc.) / school lunch programs – therefore, where does the other 20% go in appropriation for the agriculture services? We need to speak out about where the true monies actually go. Nina: If AGF gets the loan deficiency payment in, then there is a success for AGF.

Katherine: Pierce wants to have AGF support action to maintain the current loan deficiency program for Mohair producers and Linda second the motion. Motion passed

Pierce: Asked about the re-assigning of copyright information.

An to get 1890 and 1994 list to Linda and AN will contact Karen Launchbaugh about a Target Specie Grazing list

Will: We should all comment on the Request for Information to develop a voluntary grade standard for meat goat carcasses and cuts. He handed out a list of Research and Extension contacts. Discussed a decal to go to the membership and the darkening the logo.

Tom: Membership services ideas are needed and what AGF going to return to them.

Katherine: What do you want the membership committee to be doing?

Tom: Get information out to other information magazines, ex. Goat Rancher. Tom has an email from Terry Hankins and he is willing to help the AGF. Dairy Goat Journal and the Caprine Magazine are other options. Also, Ranch and Rural Living from TX has expressed interest in getting information out. Need a list from the hits on the website and Linda can do this.

Linda: Need structure for news articles – by subject, dates, format – research news, categories such as health, grazing

Steve B: What about an electronic news letter? Linda: It can be posted on the website as the News Letter. ASI Weekly is a good example. Tom: A newsletter is proactive. NAHMS study and scrapie rulings. Create an events calendar to stay updated toward the users. Promoting events would be a membership service.

Katherine Harrison: Is willing to write a once a month email (letter) to be disseminated if all board members participate and facilitate – she is willing to be the compiler and editor. Will try and get this out the first Thursday of the month with a link back to the website, therefore, will be able to get updated information from the website (ex. List of new members from Steve Lee).

Shaun: Need to link the market reports to the websites; which he is willing to find. The emails being sent as “reply to all” are beginning to overload a receiver’s box. Therefore, write something in the subject area that is specific to the email. For example, he gets an email from the Dairy group with individual headlines to hit on. KY is working on a slick magazine (Hoof Prints) to go out to other states and groups.

Linda: Need to have an opt out privacy permission procedure for anyone not wanting to receive information so then can hit “do not send more information” – there is legal verbiage for this. The computer mailing list has a certain number of individuals that you can send emails to. Once you reach a specific number of people, AGF will have to go to a commercial emailing service.

JDR: Will get the fibre market report to Shaun. Livestock Weekly is the most read magazine and sent out of TX.

Tom; Each board of director needs to write an article for the newsletter.

JDR: If someone wants to receive a hard copy, need a certain \$\$ to receive the monthly copy because some producers may not get email.

JDR: How many people are from the different phases of the different groups that are already on the board of directors? Therefore, how many directors are needed from

different groups which are meat/dairy/fibre – and there has to be at least one but can nominate more than one. Be careful to provide some domination and the need for geographical representation especially with meat and dairy. And how many are 'at large' directors? Is \$1,000.00 the largest donation? The angora and cashmere groups give \$500 each time.

Tom: Still wants to add producers (ex. CA) to serve on committees. What will encourage them to rejoin the next year? Linda: Get a newsletter to them and let them know that they need to play a part, open the door to ask them for ideas in research and education and ask where they need help with legislation.

Katherine: Need a welcome letter from the president to send out to new members

Steve B: Need to keep a compiled response of what the new members are expecting and use this to build a data base for future purposes. This will help when sending out for a re-new membership the next year – JDR says 'action'. The survey will be sent out to extension personnel, all the way down to the least populated counties throughout the country.

Tom: We need to take information with us when we travel to conferences and hand out the information

Shaun: Some important topics and concerns are: health practices / health and well-being of livestock

Charlie Thompson: There is a hand book on goats similar to ASI at Auburn University. To rejoin, questions could be: how can you help me get \$\$ for my goats, what other sources of information are available, and they may need a voice in DC to get help for smaller producers and even a seat on the ASI board.

Tom: Legislative efforts are needed as AGF should join in on "the hill effort". May 2nd through the 5th 2012 in DC. They will discuss all species and issues of livestock and issues coming up for debate. Most states can get to their legislators on Tuesday. Ag aids are the individuals that Tom likes to visit with. Wednesday night is a bar-b-que with both the congressmen and aides. Thursday is full of visiting more folks and then heading home.

Farm Bureau is a tremendous for agriculture and help to the goat producers.

Nina: If you were a representative for an organization sending in \$1,000.00 in membership what would get you to re-new the next year – help with pressing legislative factors since goat organizations don't have enough voice, and what are the legislative type of problems that can be presented in DC – marketing, business plan for getting paid 'before the truck leaves'. Tom: Richard Jilton is a trucker/buyer and goat feeder and he pays as the truck go across the scales. This information could go on the internet. Extension personnel should be utilized to identify the upcoming 4-H and FFA youth. Slaughterhouses and tanneries are available for goat producers in the USA and their membership would be \$100 and they would be included in AGF organization publications.

JDR: Get the names of folks who have shown an interest in the past three years and those of us in the organization can re-contact them and get them in the loop. Extend an invite to an AGF meeting. Tom and Linda have been building a list.

Tom: Already has a list of the 165 goat organizations within the USA.

Pierce: Identify and contact the big players first. Some of the board members have already attended some of their meetings and AGF needs the key players with different representation at within different segments of the industry.

Will: Information materials needed to be link on the website – (NAMS/Scrapie) and start a library that is categorized. e-Xtension has to be a link to AGF site.

Pierce: Have to be able to show an impact utilizing the big players before getting the information out to the membership. Linda: Can set up the website to have membership benefit bullets.

Tom: Fencing supplies, equipment, health - need a list of those folks for the website

Will: Try and be at an annual meeting of the big players and those of us to have contacts need to stay in touch with these organizations. Linda: Now building a calendar of events and press releases.

Steve L: Already has ASI press release list of folks.

Tom: Do we want to move into an affiliated membership position? Nina: Who does AGF want as members? And different groups of folks will need different services.

Peirce: Providing contact information and disseminate information or make it available.

Will: Need to offer visibility initially and if they then want to purchase more space make that available.

Shaun: Ideas for areas of referencing and contacts: feed/health/equipment/services (truckers/tanners/artificial insemination service)/organizations. I need to send my information to Shaun. Buyers – meat goats and fibre goats, seed stock producers, feeders, replacement raisers, brokers and financial services, educational resources, livestock guardians, by-products, packing animals. Get a list of the South Dakota buyers from Becka. Darrell Ailshie is with NLPA . Names and contacts of other meat buyers. Fibre buyers contact information from Pierce and JDR. Truckers and haulers that any of us know or have used. Recipients of services from prescribed graziers and other private companies, and record keeping software.

Linda: When accepting ads, what kind of ads should be taken and need to begin a classified list.

JDR: Concerned that the scrapie program could be killed now and then the WA research program would be terminated and if a new case should appear, then the research efforts over the past years would be wasted. Need a letter of support to the congressmen on agriculture appropriation committees and the USDA. Support the ASI resolutions and put in sheep and goat verbiage where needed. More research work needs to be done with iodine supplementation and trace minerals for goats.

Ultrasounding for pregnancy and ribeye ultra sounding on goats is another research area that needs support. Targeted specie grazing and pasture management research needs to be pursued. Speak up on the LPD for the national wool folks (it is an

insurance program). Focus on one or two diseases – scrapie is important internationally but Johne's is the most pressing research needed for sheep and goats. Look at the connection that Crone's disease in humans could possibly be caused by Johne's disease from livestock. Look and work on long term research projects as research monies are being cut at the universities. Sheep and goat people need to work together especially in the disease area.

Scharee Atchison: Is more than willing to work on a team, working with individuals that want to benefit the producers and will work wherever she is needed. Finance is where her heart is and they (NLPA) have \$6M available for grants. NLPA is a low interest loan program and they have a Sheep and Goat Fund area on their website. Wisconsin is doing a great job.

Get Terry Hankins in on all the emails and send him a membership form. I will contact Terry and get him on board.

Linda will get together with Superior Livestock in Dixon, CA – they do a great job with lamb. American Cheese group needs to be contacted along with Jackson Mitchell – Myenberg milk, in CA.

Katherine: Get all emails to her for folks that we know have emails and would want to get the information from AGF

JDR: Tom has sent out emails to folks that are possible participants but the individual emails have not gone out yet. He would be willing to serve on any committee but would prefer research projects. Peirce noted that AGF should not conflict with ASI therefore need to work closely together. Katherine Marshall – Q fever / soremouth. CL was discussed. Clay Center, NB – put together a proposal to them.

Denny Reeber (MT). Nina Baucus (MT). Need to add these folks to the list.

Tom: Norman Kohls (TX) can be added per JDR and Peirce says to add (Bennie Cox).

TX sheep and goat producers: Bob Brochman / Gil Engdahl / Bennie Cox (resource person in marketing)

Dean Swenson: (Rancher) Doesn't have goats now but is willing to help (ND)

Tom will be working with Burton Phleuger in the future.

Next conference call will be sometime during the week of Feb. 7 to 14 and will concentrate on grants.

Steve B: Will send out a doodle poll for the conference call.

January 28th in Scottsdale, AZ in 2012 is the next ASI annual meeting.